

Tribal Economic Development Resources 101

Tribal Economic Development Resources

Tribal Economic Development Webinar Series

Federal Agency Participants Include:

Minority Business Development Agency (MBDA) - A Senior MBDA official will provide an overview of the business center program which works with Native owned enterprises on access to capital, contracts, and market opportunities.

Economic Development Administration (EDA) - EDA Assistant Secretary Jay Williams will provide an overview of grant programs that help remove economic barriers and attract capital to Indian country, addressing a broad array of needs from construction to non-construction, technical assistance, and revolving loan fund projects.

Small Business Development Administration (SBA) - Assistant Administrator Chris James and Nathan Segal of the Office of Native American Affairs will provide information on capital, contracting, counseling, and trade resources available to Native American entrepreneurs.

Date: Wednesday, November 19, 2014

Time: 1:00 pm to 2:30 pm (Eastern Time)

About the Tribal Economic Development Webinar Series - Beginning on November 19, 2014, the Minority Business Development Agency (MBDA), the Economic Development Administration (EDA) and the Small Business Administration (SBA) will host five webinars over the course of one year. This series is designed to help tribal leaders, tribal administrators, Native American owned enterprises, and tribal advocacy organizations understand federal resources available for tribal economic development. Participants in this effort will include experts from the Minority Business Development Agency, the Economic Development Administration and the Small Business Administration.

Led by the Minority Business Development Agency (MBDA) at the U.S. Department of Commerce

Agenda

- Welcome
 - Aaron Trujillo, Acting Senior Advisor for Native American Affairs
 - EDA Assistant Secretary, Jay Williams
 - MBDA National Deputy Director, Albert Shen
- Presentations
 - MBDA Business Center Bismarck
 - EDA
 - SBA
- Q & A
- Closing remarks

MBDA Business Centers with American Indian & Alaska Native Expertise

Anchorage, AK

Director: Nolan Klouda, nklouda@uaa.alaska.gov,

Bridgeport, CT

Director: Anthony Peters, apeters@bridgeportmbdacenter.com

Fresno, CA

Director: David Mendoza, dmendoza@fresnombdacenter.com

Santa Fe, NM

Director: Theodore M. Pedro , tedpedro@nmnabec.org

Tulsa, OK

Director: James Ray, james@ruralenterprises.com

Bismark, ND

Director: Brek Maxon, bmaxon@uttc.edu



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE



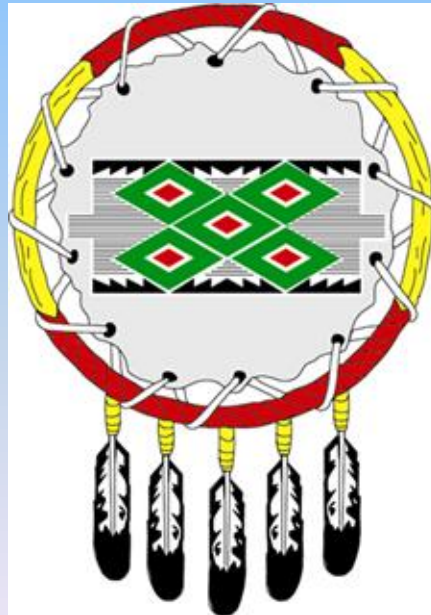
MBDA Business Center Bismarck

American Indian & Alaska Native Program

MBDA Business Center Bismarck

Operated by

United Tribes Technical College
3315 University Drive
Bldg. #61
Bismarck, ND 58504





- Funded by United States Department of Commerce's Minority Business Development Agency (MBDA)
- Located at United Tribes Technical College (UTTC)
- Established at UTTC in 1980 to assist new and existing Native American business concerns in the Dakotas





MBDA Bismarck provides assistance to:

- Native American & Minority Entrepreneurs
- Tribes
- Minorities



- Generally work with “For Profit” ventures
- The Center may work with Non-Profits that have *for-profit concerns*
- Clients may be located on or off the reservation
- Companies must show at least **51%** Native American or Minority ownership in their company to qualify for assistance



Services Include:

- General business counseling
- Information & Referrals (SBDC' s/TBIC' s/SCORE)
- Assistance in developing Business Plan Packaging
- Identifying types of Financial Assistance
(CDFI' s/SBA/BIA)



Other services include:

- General Business Counseling
- Assisting contractors with Lines of Credit & Letters of Credit
- Bank, Bonding & Government Relationships
- Accounting and Financial Analysis
- Cash Flow Design & Analysis
- Financial Statement Forecasting
- Asset, Debt and Equity Structuring





Assistance to Tribal Nations include:

- General Business Consulting, Analysis & Strategic Planning
- Assist in formation of Tribal Businesses
- Assist in formation of Tribal Construction Projects
- Matching Native Contractors to Tribal Owned Projects
- Tribal Planning Departments are crucial





The Center also provides assistance to
Native American & Minority Contractors
in the Region





Assistance includes:

- Identifying procurement opportunities with state, federal and tribal organizations.
- Dodge Construction/Deltek/Fed Biz Opps
- Assistance in matching the subcontractor with prospective primes
- Provide a weekly or monthly procurement mailing tailored to your business profile





- General Business Counseling
- Assisting contractors with Lines of Credit & Letters of Credit
- Bank, Bonding & Government Relationships
- Accounting and Financial Analysis
- Cash Flow Design & Analysis
- Financial Statement Forecasting
- Asset, Debt and Equity Structuring



In Closing.

- The Center belongs to a network of 40+ MBDA business centers across the US
- Clients may visit MBDA @ www.mbda.gov/ for more resources
- Committed to serving Indian Country and Minorities throughout the US





CONTACT INFORMATION:

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www.mbda.gov/businesscenters/bismarck





U.S. ECONOMIC DEVELOPMENT ADMINISTRATION
U.S. DEPARTMENT OF COMMERCE

US Department of Commerce Economic Development Administration

**Tribal Economic Development Resources
November 19, 2014**

The EDA Mission

EDA's mission is to lead the federal economic development agenda by promoting innovation and competitiveness, preparing and supporting American regions for growth and success in the global economy.

How Does EDA Execute that Mission?

- EDA provides **competitive, merit-based grants** and technical assistance to private-public partnerships, state and local governments, tribal organizations, universities, and non-profits in **economically distressed communities**.
 - ✓ Assist economically-distressed regions create higher paying, sustainable jobs.
 - ✓ Support bottom-up, regionally-owned economic development initiatives.
 - ✓ Serve as strategic, catalytic seed investments.
 - ✓ Attract and leverage private capital investment.
 - ✓ Emphasize innovation, entrepreneurship, and regional competitiveness.

What We Do

- ★ For nearly 50 years, EDA has partnered with Tribal communities throughout the United States to help foster long-term job creation and attract private investment in Indian Country.
- ★ Between Fiscal Years 2009 and 2014, EDA awarded nearly \$54 million to assist Indian tribes create businesses, build roads and other infrastructure, and develop economic development plans.
- ★ These investments are focused on Tribally -developed economic development strategies that are specific to each Tribe's unique assets, needs, and opportunities.





US Department of Commerce
Economic Development Administration

EDA Regions



EDA Regional Offices/University Centers

Atlanta Austin Chicago Denver Philadelphia Seattle

EDA Investment Programs

PROGRAMS



Economic Adjustment



Planning



Public Works



Local Technical Assistance



University Centers



Trade Adjustment
Assistance for Firms



Research & National Technical Assistance

So, Who Exactly Receives EDA Investments?

- Eligible applicants include:
 - *Private-public partnerships*
 - *State and local governments*
 - *Tribal organizations*
 - *Universities*
 - *Non-profits*
- ✓ EDA does not provide investments to for-profit entities nor does it allow pass throughs to companies.
- Tribal organizations are eligible for **100% grant rate**.
- EDA can fund in both rural and urban areas.
- EDA grantees must leverage private-sector investment.

Investment Priorities

Within the parameters of a competitive grant process, all projects are evaluated to determine if they advance global competitiveness, create jobs, and leverage public and private resources.

To facilitate evaluation, EDA has established the following investment priorities:

- **Collaborative Regional Innovation**
- **Public/Private Partnerships**
- **National Strategic Priorities**
- **Global Competitiveness**
- **Environmentally-Sustainable Development**
- **Economically Distressed and Underserved Communities**

Planning Program

- EDA provides Partnership Planning grants to Tribes to develop comprehensive economic development strategies (CEDs) that articulate and prioritize their economic goals.
- Each year, EDA funds 52 Native American planning organizations who are leading these efforts across the country.

A CEDS is:

- ✓ a strategy-driven plan for regional economic development
- ✓ the result of a “regionally-owned” planning process designed to build capacity and guide the economic prosperity and resiliency of an area or region
- ✓ a coordinating mechanism for individuals, organizations, local governments, and private industry to engage about the economic direction of their region.

EDA Promotes Resilient Regional Economies

- Under the FEMA National Disaster Recovery Framework, EDA serves as the Federal lead for the country's Economic Recovery Support Function.
- Support long-term economic recovery by investing in projects that will foster job creation and promote private investment.
- EDA's investments extend beyond rebuilding in the wake of disasters. EDA's ability to fund planning, capital, infrastructure, and technical assistance uniquely positions the agency to help communities revitalize, expand, and upgrade their physical infrastructure to attract new industry.
- EDA's goal is not only to promote recovery but to create sustainable, economically-robust communities after major and catastrophic events.

EDA Project Examples



Fort Peck Assiniboine & Sioux Tribes

- In March 2012, EDA awarded \$1,000,000 to the Fort Peck Assiniboine & Sioux Tribes of Montana to help expand the Tribe's oil drilling services operations.
- EDA's investment funds the renovation and expansion of an existing building and the purchase of specialized equipment for the development of a tribally-owned pipe rethreading operation at Fort Peck Tech Services.
- Construction of the expanded facility was completed in late August 2014. As a result, the Tribe's entrance into the oilfield services industry is creating new high-wage, higher-skilled jobs that can be sustained for decades.



Aleut Community of St. Paul Island

- In 2012, EDA awarded \$1.8 million dollars to fund construction of a marine service, repair and supply center on St. Paul Island, Alaska.
- A collaboration between the Aleut Community of St. Paul Island and the Central Bering Sea Fishermen's Association, the new service center will provide a home for essential support service and repair activities for vessels, enabling them to return to operation sooner.
- The facility will decrease costs for small fishing businesses operating throughout the Bering Sea, increasing their competitiveness. Local residents, including those of the Aleut Community, will have access to new jobs in vessel repair, service, and construction.
- As a result of the construction of this new center on St. Paul Island, the grantee anticipates growth of the seafood industry and expanded retail sales in marine segments. EDA's investment will help create 200 jobs and save 100 jobs.

Citizen Potawatomi Nation

- In 2011, EDA announced a \$1 million grant to the Citizen Potawatomi Nation at Shawnee, OK, to build infrastructure to support development of the Iron Horse Industrial Park.
- The Iron Horse Industrial Park provides a prime industrial location for both tribally-owned businesses and private companies. It is creating jobs in assembly and manufacturing, ultimately strengthening the tribal economy.
- Building on the success of the park, EDA invested an additional \$1.2 million to fund Phase II of the development, constructing rail infrastructure at the park in 2014. This improved rail service will provide tenants with greater access to both domestic and international markets, taking advantage of the park's Foreign Trade Zone status.

Association of Village Council of Presidents (AVCP)

- In FY 2014, EDA awarded \$698,000 to the Association of Village Council of Presidents (AVCP) to purchase training equipment for the Aviation Mechanics Program. The program will be housed at the EDA-funded AVCP Hangar Facility at the Bethel Municipal Airport, Alaska.
- This project will train local students to become FAA- qualified airplane mechanics, and help the region create a growing, sustainable, and diversified economy.

Mohegan Innovation Center

- In 2014, EDA invested \$1.3 million to fund the renovation of an existing facility into the Mohegan Innovation Center, a business incubator on the Mohegan Indian Reservation in Connecticut.
- The incubator will support entrepreneur growth in six industry clusters to encourage job growth and business expansion on the Reservation.
- This investment is part of a project that the grantees estimates will leverage \$2 million in private investment.



**U.S. Economic Development Administration
U.S. Department of Commerce**

www.eda.gov



**Office of Legislative and Intergovernmental Affairs
202-482-2900**

U.S. Small Business Administration

Office of Native American Affairs



Office of Native American Affairs (ONAA)

- Mission: Ensures access to SBA tools, products, and services for American Indian, Alaska Natives, and Native Hawaiians
- Native American Entrepreneurial Empowerment
- Native Communities Entrepreneurial Empowerment Outreach
- Native American Veterans Outreach Initiative
- Native American Small Business Primer

Overview of SBA

- Office of Capital Access
 - Lending and Bonding
- Office of Government Contracting and Business Development
 - Set-Asides (HubZone and 8(a))
- Office of Entrepreneurial Development
 - Education, Outreach & Technical Assistance (SBDCs, WBCs, SCORE)
- Office of Field Operations
 - District Offices (68 total)
- Office of Veterans Business Development
 - Education, Outreach & Technical Assistance
- Office of International Trade
 - State Trade and Export Promotion
 - U.S. Export Assistance Program
 - Take Your Business Global (Online tool)
- Office of Technology
 - Small Business Technology Transfer Program
 - BusinessUSA.gov

Access to Capital

- Standard 7(a) loan
 - Maximum Loan Amount: \$5 Million
 - Percent of Guaranty:
 - 85% less than \$150,000
 - 75% more than \$150,000
 - Interest Rate: Variable
- Community Advantage (CDFIs, CDCs or Microlenders)
 - Max Loan \$350,000
 - Percent of Guaranty:
 - 85% less than \$150,000
 - 75% more than \$150,000
- Microloan Program
 - \$750,000 Loan to Financial institution @ 1%
 - 15% non-federal Match
- 504 Program
 - long-term financing tool, designed to encourage economic development within a community. The 504 Program accomplishes this by providing small businesses with long-term, fixed-rate financing to acquire major fixed assets for expansion or modernization.
- 2014: SBA provided over **\$120,000,000** in lending to Native American Businesses

Access to Federal Contracting

- U.S. is the largest purchaser of goods in the world
- At least 23% of all prime government contracts are intended to go to small businesses
- **\$10.3 Billion awarded to Tribal, ANC, and NH firms**
 - Contracts awarded through the 8(a) program in 2013
- Over **300** Tribal, ANC, and NH firms in 8(a) program

Government Contracting Classroom

The screenshot shows the SBA.gov Government Contracting Classroom webpage in a Microsoft Internet Explorer browser window. The browser's address bar displays the URL <http://www.sba.gov/gcclassroom>. The page features a blue header with the SBA logo and navigation links. The main content area is titled "Government Contracting Classroom" and includes a search bar, a sidebar with "About SBA" and "SBA Programs" links, and a central section with "Featured Courses" and "SBA Direct" resources. The "Featured Courses" section lists several training modules, including "Pre-8(a) Business Development Program Training", "Government Contracting 101", "HUBZone Program", "WOSB Advantage", "A Guide for Contracting Officers", and "Non-Manufacturer Rule Primer". The "SBA Direct" section provides a "Find information on:" search bar and a "GET RESULTS" button. The "Join the Community!" section includes a "Most Visited Articles In:" list. The page also features a "Market Research:" and "A Veterans' Guide:" section at the bottom.

Government Contracting Classroom
U.S. Small Business Administration

Search SBA.gov

Connect With Us

Starting & Managing | Loans & Grants | Contracting | Learning Center | Local Assistance | SBA Direct | For Lenders

Home > About SBA > SBA Programs > Counseling & Training > Government Contracting Classroom

About SBA

- What We Do
- Our People
- Our Offices
- Our History

SBA Programs

- Financial Assistance
- Small Business Audiences
- Counseling & Training
 - Find A Local SBA Office
 - Government Contracting Classroom**
- Native American Affairs
- Pre-8(a) Business Development Program Training Series
- Procurement Technical Assistance Centers (PTACs)
- U.S. Export Assistance Centers
- Veterans Business Outreach Centers
- Women's Business Centers
- Women's Business Ownership
- SCORE
- Small Business Development Centers (SBDCs)
- Contracting
- Disaster Assistance
- Advocacy, Laws & Regulations
- Initiatives
- Civil Rights Compliance - CRC

Loan Programs

- Venture Capital
- Technology (SBR/STR)
- Goaling Program
- Open Government
- Digital SBA
- Greening SBA

Government Contracting Classroom

Did you know the US Federal Government buys nearly \$100 billion worth of goods and services from small businesses each year?

Government contracts can offer significant opportunities for small businesses, but selling to the government requires a very different approach than selling to the commercial sector.

SBA has created a series of free online contracting courses designed to help prospective and existing small businesses understand the basics about contracting with governmental agencies. So whether you're just getting started or looking for ways to compete more successfully in the government contracting marketplace, check out the courses below.

Featured Courses

Before entering some courses, you will be prompted to complete an online registration form. The registration process is simple, asks only a couple of questions, and will take less than a minute to complete.

Pre-8(a) Business Development Program Training
Multi-Part Training Series

Government Contracting 101
Overview of contracting basics & certification programs (Workbook) (Transcript)

Government Contracting 101
How the Government Buys (Workbook) (Transcript)

Government Contracting 101
How to Sell to the Government (Workbook) (Transcript)

HUBZone Program:
How to qualify and apply to the HUBZone Program (Transcript)

WOSB Advantage:
A Guide to the Women Owned Small Business Program (Workbook) (Transcript)

A Guide for Contracting Officers:
How to use the WOSB Program (Transcript)

Non-Manufacturer Rule Primer:
A Guide for Contracting Officers (Workbook) (Transcript)

Market Research:

A Veterans' Guide:

SBA Direct:
Find what matters most to you...

Find information on:

- ☐ Starting a business
- ☐ Getting a loan
- ☐ Government contracts
- ☐ Disaster assistance

GET RESULTS

Get Local Assistance Right in Your Area

Counseling, mentoring, and training from an SBA District Office, SCORE Chapter, Small Biz Development Center or Women's Biz Center in your area.

FIND RESOURCES

Join the Community!

Most Visited Articles In:
SBA.gov

- 2012 Mississippi Small Business Week Awards Nominations Requested
- SBA, Minority Business RoundTable Renew Partnership
- SBA To Honor the Nation's Small Businesses

Access to Counseling

- Regional / District Workshops for 8(a) and HUBZone certification
- SCORE
- Women's Business Centers
- Small Business Development Centers
- Minority Business Development Centers
- 2013: SBA Counseled 15,000 Native American Businesses

Primary Resource

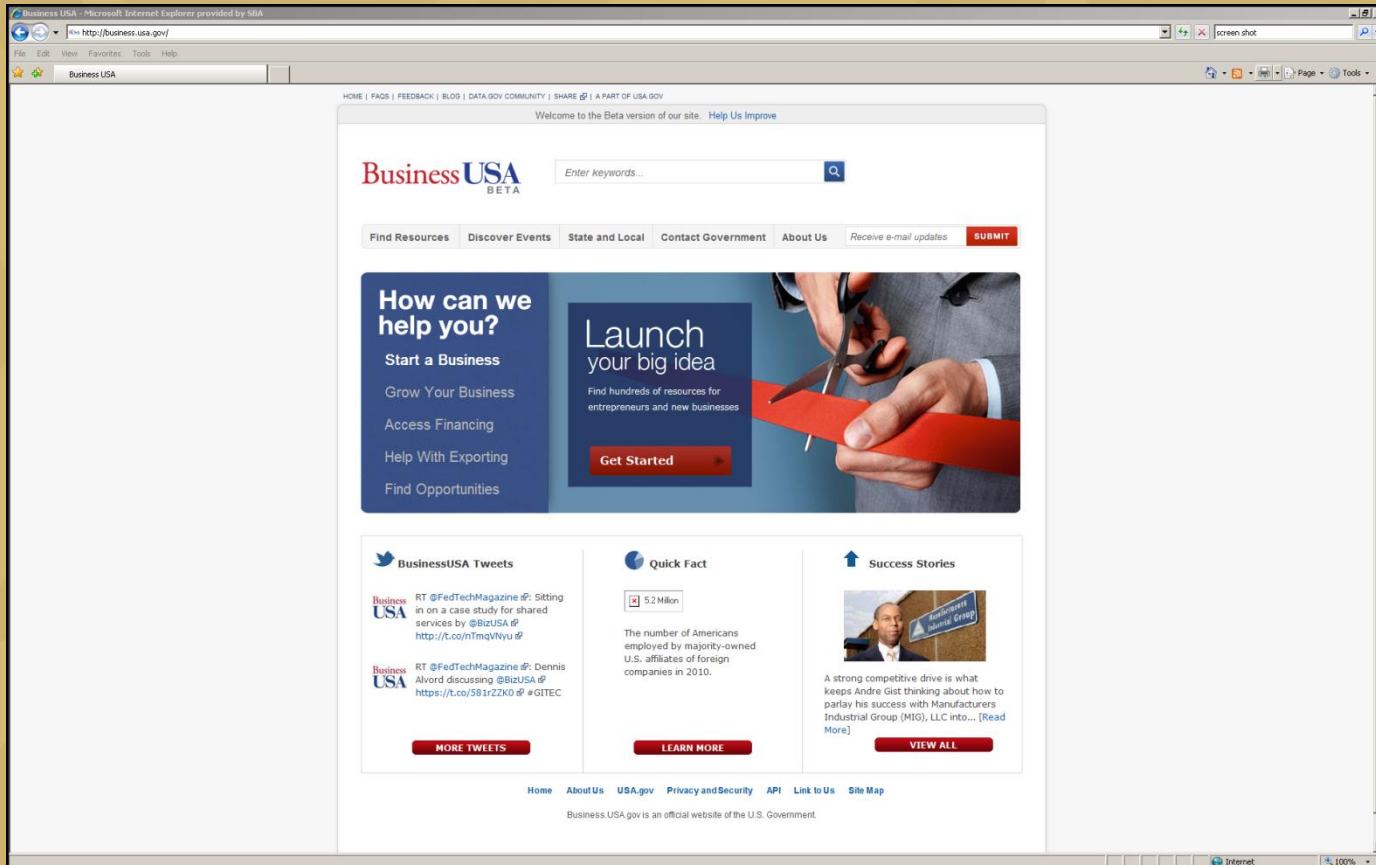
Working with your Local SBA Office

U.S. Small Business Administration
SBA
Your Small Business Resource

| Total (as of 5/93) | 68 | 1001 | 20 | 101 | 387 |
|------------------------------------|----|------|----|-----|-----|
| Regional Office | | | | | |
| District Office | | | | | |
| Branch Office | | | | | |
| Business Info Centers | | | | | |
| Small Business Development Centers | | | | | |
| Women's Business Centers | | | | | |
| USEACs | | | | | |
| Pilot Offices | | | | | |
| NECs | | | | | |
| SCORE | | | | | |



BusinessUSA: business.usa.gov



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Questions?